

Fig. 2

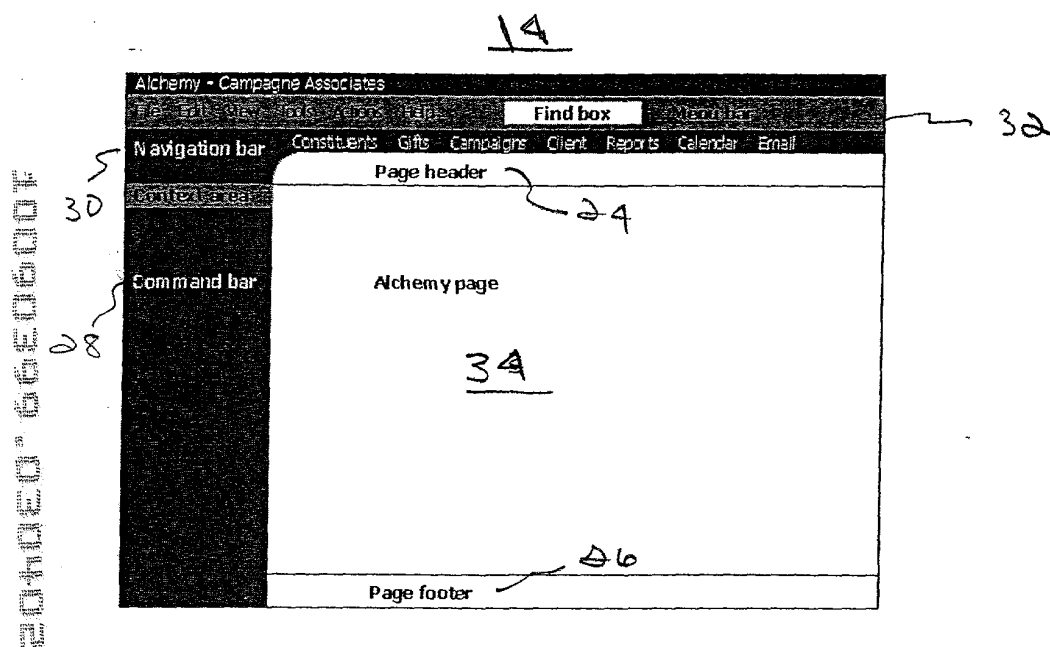


Fig. 3

14a

Alchemy - Campagne Associates

File Edit View Tools Actions Help Constituent Find

Constituents Gifts Campaigns Campaign Ctr Reports Calendar Email

Back Forward Home

Mr. Andrew J. Berman (Andy) - Board member - #7199 PRS#: 71/ 95%

Constituents

New
New interaction
Delete
Refresh

Print & output
Print
Other output
Output options...

Advanced find/search...
Perform search request

Tools

Goto...
Main
Personal
Couple/partners
Contact information
Connections
Groups
Strategy
Interactions
Prospect rating
Giving summary
Giving history
Relationships
Concerns & interests
Education
Employment
Notations

Name: Mr. Andrew J. Berman (Andy) 42
Home Address: 2039 Glen Ellen Road 46
Bedford, NH 03110 40 44

Phone(s)

Type	Phone number	Ext.	Pri.	Comment
Home	603-472-1212		<input checked="" type="checkbox"/>	
Work	508-521-8080	1024		
Mobile	603-668-0553			

Email(s)

Type	Address	Primary?
Home 38	aberman@mediaone.net	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Personal 38	362	
<input checked="" type="checkbox"/> Couple/partners 38	36c	
<input checked="" type="checkbox"/> Contact information 38	36b	
<input checked="" type="checkbox"/> Connections 38	36a	

Pri.	Connection	Start date	End date	Comment
<input checked="" type="checkbox"/>	Board member	Thu 4/1/99		
	Parent	Tue 10/12/96		

New on: 10/4/01 Last changed on: 10/4/01

Fig. 4

2040100 66E06001

Alchemy - Campaign Associates

File Edit View Tools Actions Help Constituent [] Find

Constituents Gifts Campaigns Campaign Ctr Reports Calendar Email

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Mr. Andrew J. Berman (Andy) - Board member - #7199 PRS#: 71/ 95%

Constituents

New
New interaction
Delete
Refresh
Print & output
Print
Other output
Output options...
Advanced find/search...
Perform search request
Tools

Go to...
Main
Personal
Couple/partners
Contact information
Connections
Groups
Strategy
Interactions
Prospect rating
Giving summary
Giving history
Relationships
Concerns & interests
Education
Employment
Notations

Name: Mr. Andrew J. Berman Nickname: Andy Constituent type: Individual

Spouse/partner name: []

Address: 2039 Glen Ellen Road
Bedford, NH 03110 Address type: Home

Phone(s)

Type	Phone number	Ext.	Pri.	Comment
Home	603-472-1212		<input checked="" type="checkbox"/>	
Work	508-521-8080	1024	<input type="checkbox"/>	
Mobile	603-668-0553		<input type="checkbox"/>	

Email(s)

Type	Address	Primary?
Home	aberman@mediaone.net	<input checked="" type="checkbox"/>

38 36
+ Personal A8
38
+ Couple/partners
38 36
+ Contact information
38 A8 36
- Connections

Pri.	Connection	Start date	End date	Comment
A8	<input checked="" type="checkbox"/> Board member	Thu 4/1/99		

Save & new Save & done Save unfinished Cancel

Fig. 5

AlchemyNot - Constituents

File Edit View Tools Actions Help

Main Personal Contact info Connections Groups Strategy Interactions Rating

Name: Nickname:

Spouse: Constituent type:

Address: Address type:

Type	Phone number	Ext	Comment

OK Cancel

Fig. 1 (Prior Art)

Full Name	Mr. William S. Wright
Address	John R. Lyman Corporation 322 West Main Street Suite 1069 Springfield, MA 01102

48
52
50

Fig. 6 (Prior Art)

Name: Mr. William S. Wright

Spouse/partner name:

Address: John R. Lyman Corporation
820 West Main Street
Suite 1069
Springfield, MA 01022

52a

Fig. 7A

Name: Ms. Kimberly Bertrand

Spouse/partner name:

Address: 62 Overlook Dr
West Springfield, MA 01089

52b

Fig. 7B

2040ED-66E0600T

204460 66606001

58

60A 60B 60C 60D 60E 60F 60G

56

54

30

Alchemy - Campagne Associates

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Constituents Site Campaigns Valley Academy Reports Calendar Email

Woman in New Hampshire as of 01/17/2001

	Name	Relationship	City	Phone	Date	Action
New constituent	Mrs. Mary Antonucci	Friend	Nashua	603/595-7844	Fri. 12/15/2000	Search
	Mrs. Barbara Armstrong	Friend	Salem		Fri. 12/15/2000	Search
Print & output	Mrs. Kathy Arnold	Vendor	Manchester	603/566-4567	Fri. 12/15/2000	Search
Page setup	Amy Atwood	Staff	Concord	603/233-9512	Fri. 12/15/2000	Search
Print preview	Mrs. Kara J. Bagwell	Vendor	Hollis	603/599-5623	Fri. 12/15/2000	Search
Print	Mrs. Diana Barkley	Board of Directors	Merrimack	603/688-1144	Fri. 12/15/2000	Search
Other output	Mrs. Darlene Beauregard	Board of Directors	Hudson	603/744-2323	Fri. 12/15/2000	Search
Output options	Faith Bertrand	Friend	Milford		Fri. 12/15/2000	Search
Advanced find/search	Mrs. Tammy Brickley	Staff	Nashua	603/595-4511	Fri. 12/15/2000	Search
Current search request	Mrs. Elizabeth Buskovich	Friend	Amherst	603/455-6644	Fri. 12/15/2000	Search
Perform search request	Dana Caswell	Staff	Hudson		Wed. 1/10/2001	Added
Views	Mrs. Pauline Chambers	Vendor	Bow		Fri. 12/15/2000	Search
Standard	Mrs. Marie K. Christian	Friend	Portsmouth		Fri. 12/15/2000	Search
Personal	Mrs. Patricia Cohen	Board of Directors	Newmarket	603/877-9944	Wed. 1/10/2001	Added
Public	Mrs. Judith Connors	Board of Directors	Bedford	603/622-1234	Fri. 12/15/2000	Search
Customize current	Mrs. Ellen Conway	Friend	Manchester	603/622-7433	Fri. 12/15/2000	Search
Define views	Mrs. Katherine Cummings	Vendor	Bedford	603/472-5588	Fri. 12/15/2000	Search
Group commands	Joan Daniels	Staff	Auburn	603/477-7366	Fri. 12/15/2000	Search
Group profile (save)	Mrs. Donna Dee	Staff	Bow	603/633-8551	Fri. 12/15/2000	Search
Refresh	Barbara Dion	Friend	Nashua		Fri. 12/15/2000	Search
Delete	Mrs. Eleanor D. Doten	Friend	Newmarket	603/877-4668	Fri. 12/15/2000	Search
Select target group	Mrs. Kimberly Dufour	Friend	Candia		Fri. 12/15/2000	Search
Select personal group	Maria Easley	Friend	Hudson	603/744-3344	Fri. 12/15/2000	Search
List all groups	Mrs. Dianne Emerson	Staff	Nashua	603/595-8994	Tue. 12/19/2000	Added
Remove selected line(s)	Mrs. Constance Erickson	Friend	Keene		Fri. 12/15/2000	Search
Create email	Mrs. Cori Lyn Fazio	Friend	Concord	603/233-6777	Fri. 12/15/2000	Search
Write letter	Mrs. Wilma Fisk	Vendor	Keene		Fri. 12/15/2000	Search
Schedule appointment	Mrs. Ellen Fitzgerald	Friend	Merrimack	603/688-4888	Fri. 12/15/2000	Search
Schedule task	Beverly Foster	Friend	Manchester	603/622-7745	Fri. 12/15/2000	Search

269 constituents

62

Fig. 8

2044000-66666000

Fig. 9

68

62

Alchemy - Campaign Associates

Mr. Andrew J. Berman (Andy) - Board member - #7199 PR58: 71 / 95%

Name: Mr. Andrew J. Berman (Andy) Constituent type: Individual

Home Address: 2039 Glen Elen Road
Bedford, NH 03110

Strategy

Interactions

Subject	Date	Assigned to
Initiative <td>Time<td>Interaction</td></td>	Time <td>Interaction</td>	Interaction
Lunch with Andy Berman	Fri 8/3/01 12:00	Ric Pratte

Prospect rating

Giving summary

Giving history

Date	Amount	Balance	Campaign and Initiative
Type	Attributes		Fund
Fri 8/3/01	\$500		Annual Appeal 2001, Summer mailing 2001
Check			General Unrestricted

Relationships

New on: 10/4/00 Last changed on: 10/4/00

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Fig. 10

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Alchemy - Campaign Associates

Mr. Andrew J. Berman (Andy) <Check> Gift ID: 10

Name: Mr. Andrew J. Berman (Andy) GR from: Mr. Andrew J. Berman

Home address: 2039 Glen Elen Road, Bedford, NH 03110

Gift type: Check Gift date: Fri 8/3/01

Amount: \$500.00 Cost: Deductible amount: \$500.00

Check #: 5411 Check date: Wed 8/1/01

Initiative: Summer mailing 2001

Campaign: Annual Appeal 2001

Fund: General Unrestricted

Solicitor:

Comment:

Custom number: Custom text 1:

Custom amount: Custom text 2:

Acknowledgement

Pledge payment

New on: 10/17/01 Last changed on: 10/17/01

64

14c

Alchemy - Campaign Associates

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Contributions Files Campaigns Campaigns Ch Reports Calendar Email

Summer mailing 2001, Annual Appeal 2001

Initiative name: Summer mailing 2001

Type: Direct Mail Series name:

Start date: Mon 7/2/01 End date: Fri 8/31/01 Key date: Wed 7/19/01

Plan complete? ☐ Plan complete date:

Is this a solicitation initiative? ☒ Closed? ☐ Closed on:

Target audience description:

Target audience pyramid level: ☐ Top ☒ Middle ☒ Bottom

Initiative goals

Solicitor assignments

Acknowledgements and reminders

Initiative activities

Tasks and appointments

Subject	Start or due date	Assigned	Priority	Status	Type
Write followup letter	Fri 10/3/01	Ric Pratte	Normal	Not started	Task
Call George and his	Tue 10/16/01	Cole Cote	Normal	Not started	Task
Meet with Mr. Soucek	Tue 10/16/01	Cole Cote	Normal	Not started	Appointment

140

Task activity information

Type: ☐ Appointment ☒ Task Assigned To: Ric Pratte

Subject: Write followup letter ☐ Milestone?

Priority: Normal Status: Not started Task Due:

Planned Start: Fri 8/3/01 Completed On:

Details: Write form letter which will be sent to all the donors at the end of August

Initiative: Example Initiative

Constituent/group interactions

Interaction type:

Constituent name:

Created by Ric Pratte on 07/17/01 at 4:26 PM

142

Alchemy - Campaign Associates

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Contributions Files Campaigns Campaigns Ch Reports Calendar Email

Ric's calendar for Friday, August 3, 2001

Friday, August 03, 2001

August 2001

Sun Mon Tue Wed Thu Fri Sat

5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

Tasks (ordered by date)

☒ Overdue tasks

☒ Today's tasks (1)

☐ Write followup letter

☐ Future tasks

☐ Unscheduled tasks

148

66

Fig. 11

Fig. 12

Fig. 13

204000-00000000

Appointment activity information

Type: ☒ Appointment Assigned To: Ric Pratte
☐ Task

Subject: Lunch with Andy Berman ☐ Milestone?

Location: Hampshire House

Start date/time: Fri 8/3/01 12:00 PM End date/time: Fri 8/3/01 1:30 PM ☐ All day?

Details: Discuss proposal for funding science wing.

Initiative:

Constituent/group interactions

Interaction type:

Constituent name: Andrew Berman

Created by Ric Pratte on 07/17/01 at 4:16 PM

Fig. 14

14g

Alchemo - Campaign Associates

Gifts for 8/3/01

Name	Type	Received	Don.	Total	Date	Initiative	Campaign
Mrs. Barbara Armstrong	Pledge	3,000	2,000	1,000	Fri. 8/3/01	Summer meeting 2001	Annual Appeal 2001
Mrs. Kathy Arnold	Pledge	500	0	500	Fri. 8/3/01	Summer meeting 2002	Annual Appeal 2002
Andrew Berman	Check	500	500	500	Fri. 8/3/01	Summer meeting 2003	Annual Appeal 2003
Dana Carroll	Check	100	100	100	Sat. 8/4/01	Summer meeting 2004	Annual Appeal 2004
Mrs. Pauline Chambers	Check	250	250	250	Sun. 8/5/01	Summer meeting 2005	Annual Appeal 2005

5 gifts

Fig. 15

14h

204060" 66E06001